Department of the Navy
Office of Small Business Programs

2014 Navy Gold Coast Small Business Procurement Event

Wednesday, August 13th

Speaker: Mr. Sean F. Crean
DoN OSBP Director

"Small Business...
The First Option"

Report Documentation Page

Form Approved
OMB No. 0704-0188

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1. REPORT DATE	2. REPORT TYPE	3. DATES COVERED
13 AUG 2014		**00-00-2014 to 00-00-2014**

4. TITLE AND SUBTITLE	5a. CONTRACT NUMBER
Small Business Procurement Event	5b. GRANT NUMBER
	5c. PROGRAM ELEMENT NUMBER
6. AUTHOR(S)	5d. PROJECT NUMBER
	5e. TASK NUMBER
	5f. WORK UNIT NUMBER
7. PERFORMING ORGANIZATION NAME(S) AND ADDRESS(ES) **Department of the Navy,Office of Small Business Programs,720 Kennon Avenue, SE Building 36, Room 207,Washington,DC,20374-5015**	8. PERFORMING ORGANIZATION REPORT NUMBER
9. SPONSORING/MONITORING AGENCY NAME(S) AND ADDRESS(ES)	10. SPONSOR/MONITOR'S ACRONYM(S)
	11. SPONSOR/MONITOR'S REPORT NUMBER(S)

12. DISTRIBUTION/AVAILABILITY STATEMENT
Approved for public release; distribution unlimited

13. SUPPLEMENTARY NOTES
NDIA 27th Navy Gold Coast Small Business Procurement Event, 12-13 Aug 2014, San Diego, CA.

14. ABSTRACT

15. SUBJECT TERMS

16. SECURITY CLASSIFICATION OF:			17. LIMITATION OF ABSTRACT	18. NUMBER OF PAGES	19a. NAME OF RESPONSIBLE PERSON
a. REPORT **unclassified**	b. ABSTRACT **unclassified**	c. THIS PAGE **unclassified**	**Same as Report (SAR)**	**8**	

DoN Small Business Performance Dashboard

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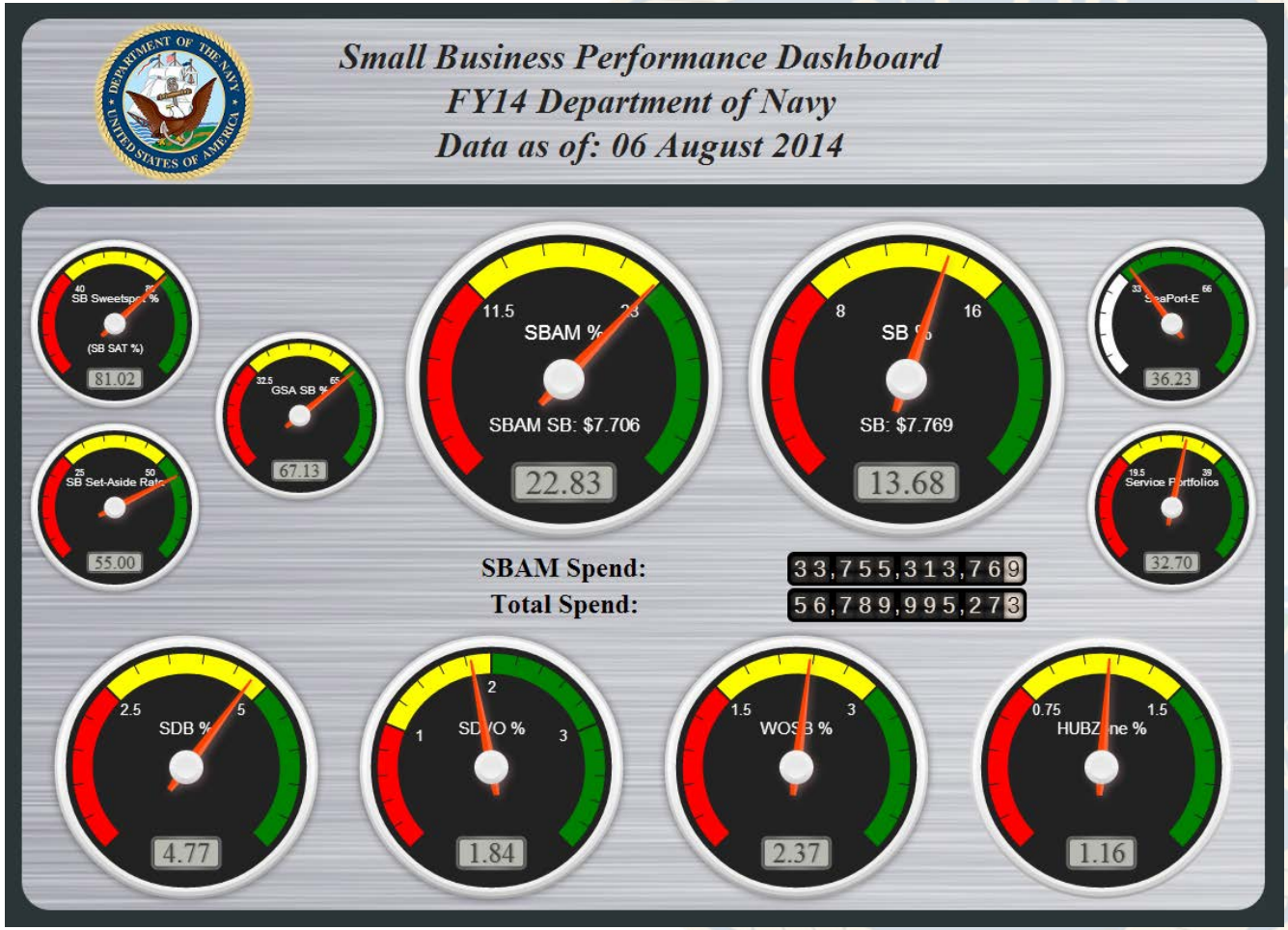


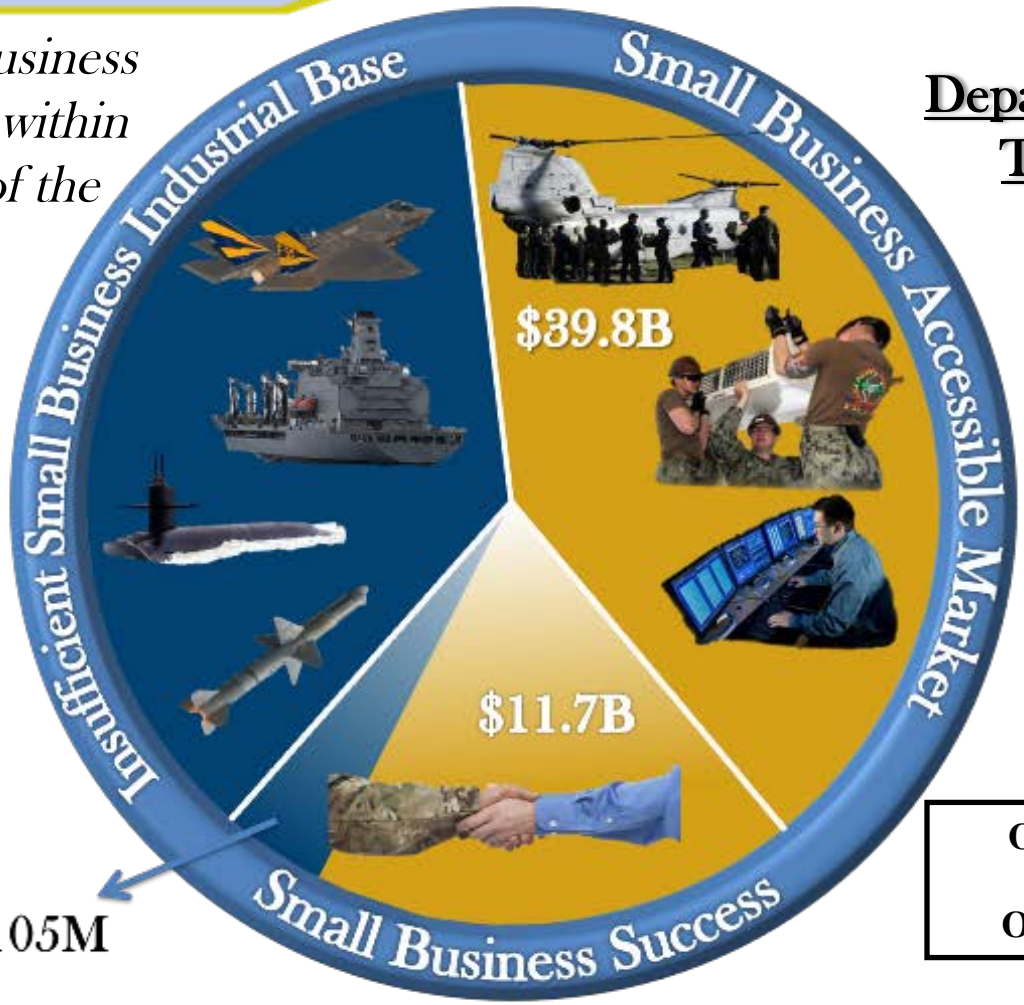
Where Do We Look For Small Businesses?

Department of the Navy
Office of Small Business Programs

Target the Small Business Accessible Market within the Department of the Navy

$26.2B

Small Business Inaccessible Market (SBIAM)



$77.8B

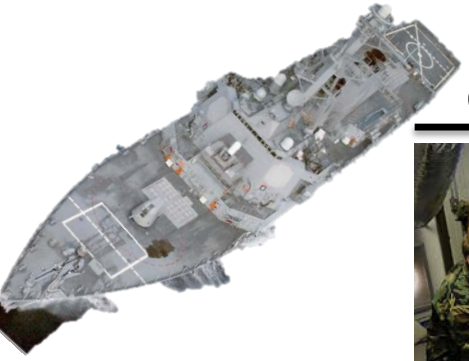
Department of the Navy Total SB Eligible Spend FY13

$51.6B

Small Business Accessible Market (SBAM)

Overall Small Business Garnered: 15.11%
Overall SBAM: 22.65%

Where Do We Look For Small Businesses?



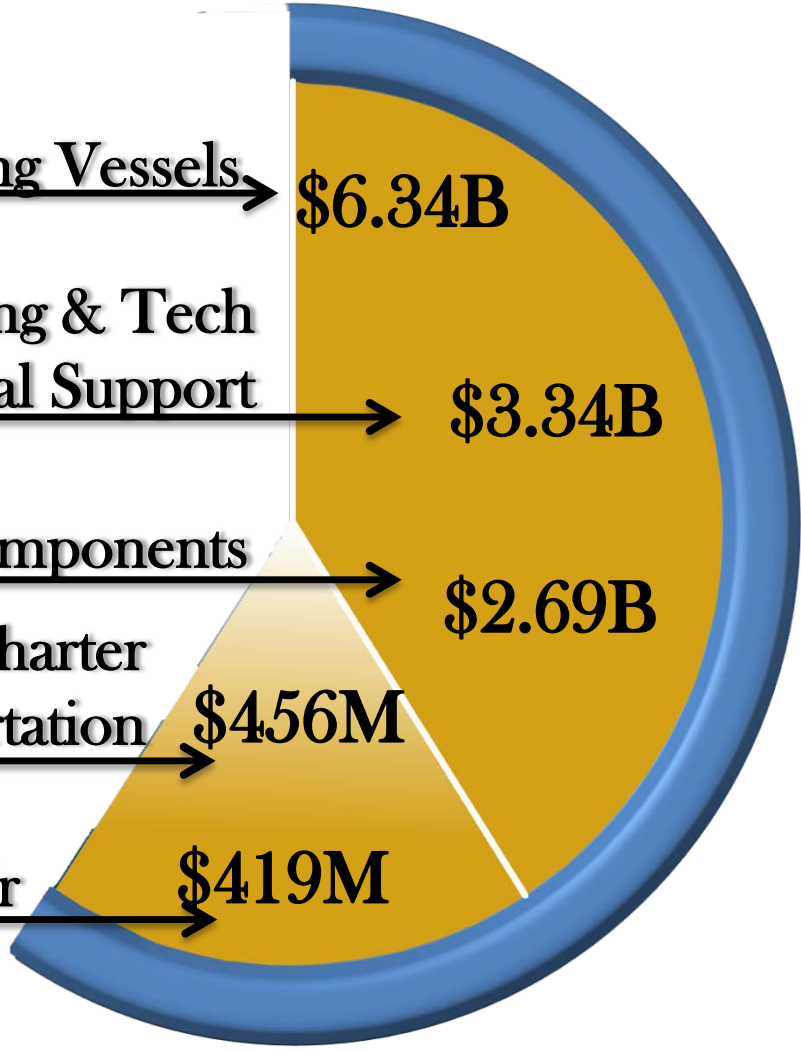
Combat Ships and Landing Vessels → $6.34B

Engineering & Tech Professional Support → $3.34B

Airframe Structural Components → $2.69B

Marine Charter Transportation → $456M

Non-Nuclear Ship Repair → $419M



SBIR Creates a DoN Torpedo Defense "Push 2 Bush"

The first ever launch of an Anti-Torpedo Torpedo (ATT) from the USS Bush CVN-77. The test was conducted in May 2013. The test was not only the first launch of the torpedo but the first integrated test of the SSTD system as a whole. For CVN-77 the SSTD system went from paper drawings to a fully installed, fully integrated system in 16 months.

Listening to SB

1) Developed an SBIR Guidebook/SBIR Phase III transitions (Aug 2014).
2) Improved Communications Memo with Small Business (June 2014).
3) Review of Seaport-e (Completed June 2014).
4) Improved the Mentor-Protégé Guidebook (April 2014).
5) Rescinding the 3yr limit on service contracts (Feb 2014).
6) Subcontracting Program Oversight (Implemented September 2013)
7) Top Down Review of Tripwires and Low Priced Technically Acceptable (LPTA) procedures. (August 2013).
8) Improved Performance Metrics. (October 2013)
9) Improved alignment between RD&A and the SECNAV OSBP (Jan 2013).

Going *Forward*

- Continuous improvement on doing business with DoN
  - Breaking down barriers
- Opening up SBAM by buying commands
- Breaking out OTSB vendor lock
  - ie – Range Technical Support Services ~25yr!
- Ranking the Buying Commands and DoN OSBP
- Improved standardized forecasting
- Providing Web-enabled training
- Ensuring everyone knows:

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Tuesday, August 05, 2014

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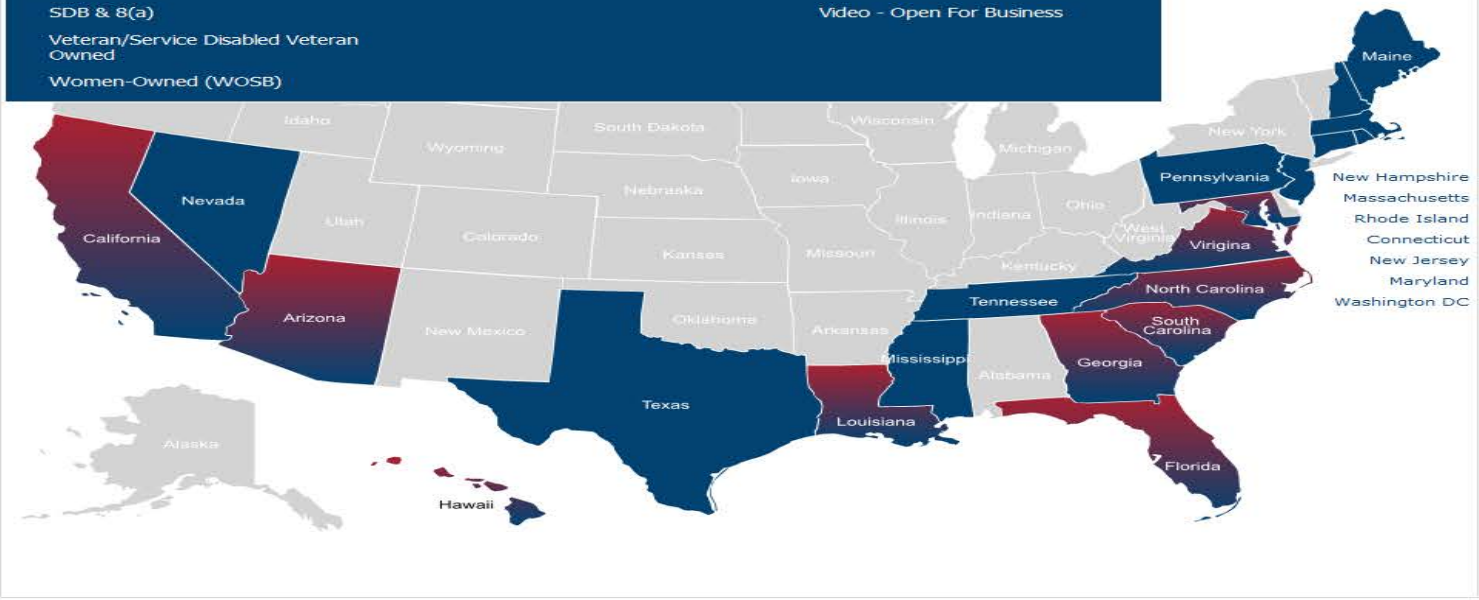

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